



Chairman's & President's Club Insurance Agencies

SMALL BUSINESS
Association of MICHIGAN
Focusing the power of small business.



120 N. Washington Square
Suite 1000 | Lansing, MI 48933
1-800-362-5461
www.sbam.org

Being A Top Producer Has Its Perks!

As a licensed Agent who supports SBAM's insurance programs and services, you receive membership benefits that help you grow your book of business and retain existing customers.

Learn more by contacting us at (800) 362-5461 or sbam.org/agents.



CHAIRMAN'S CLUB

The Chairman's Club is reserved for agencies with the very highest number of subscribers enrolled in an SBAM-sponsored Blues health plan. The parent agency and all affiliated agents receive a complimentary **\$399 Annual VIP membership** and are eligible to receive the highest amount of amenities including free advertising on our website, Facebook Live and Podcast interviews, recognition in our member magazine and annual meeting program, lead sharing priority and discounted products for your customers.

PRESIDENT'S CLUB

The President's Club is reserved for agencies with a large number of subscribers enrolled in an SBAM-sponsored Blues health plan. The parent agency and all affiliated agents receive a complimentary **\$249 Annual Premium membership** and are eligible to receive amenities including lead sharing priority, magazine and annual meeting recognition and discounted products for your customers.

	Chairman's Club	President's Club
Complimentary SBAM Membership	\$399 Annual VIP Membership	\$249 Annual Premium Membership
Discounted Summary Plan Descriptions (Non Blue and Non Sponsored)	Non Blue (Priority, HAP, etc.) FREE for Basic, Premium & VIP customers Non SBAM-sponsored Blue \$100 for Premium & VIP customers	Non Blue (Priority, HAP, etc.) \$100 for Basic, Premium & VIP customers Non SBAM-sponsored Blue \$200 for Premium & VIP customers
Discounted Non Blue COBRA administration fees	Starting at \$45 per month	Starting at \$50 per month
Lead Sharing Priority	•	•
Exclusive team at SBAM and TGG Solutions for any sponsored plan services	•	•
Top Ranking in Agent Directory	•	•
HR & Legal 'Ask An Expert' concierge service	•	•
Recognition in SBAM annual meeting program	•	•
Recognition in SBAM Focus magazine	•	•
SBAM logo for use on your website, letterhead, etc.	•	•
Agency spotlight on SBAM social media	•	•
Agency rotating banner ad on sbam.org	•	•
SBAM Facebook Live interview	•	•
Article content submitted to sbam.org	•	•
SBAM podcast interview	•	•

SBAM AGENT BONUS PROGRAM

The perks of being in a Chairman's or President's Club are in addition to the Agent Bonus program that is available to all writing agents:

	1 - 49 subscribers	50 + subscribers
LifeSecure	\$25	\$50
COBRA administration	\$25	\$25
FSA, HRA and HSA administration	\$25	\$25

Chairman's Club Agencies

- 44 North - Marquette, Saginaw, Grandville, Traverse City and Grand Rapids
- Acrisure
- Cobb-Hall Insurance - Brighton
- Garceau Insurance Agency - Escanaba
- The Huntenlocher Group - Waterford
- Kemner Iott Benz - Adrian, Cassopolis, Ann Arbor and Howell
- Larkin Group - Traverse City
- Shinberg Insurance Agency - Okemos
- VAST - Marquette
- BHS Insurance - Grandville, Byron Center, Holland and Hudsonville
- Brogan Reed VanGorder and Associates - East Lansing
- Custom Results Corporate Consulting - Troy
- Diebold Insurance Agency - West Branch, Prudenville and Detroit
- Lighthouse Insurance Group - Jackson, Grand Blanc, Lapeer, Hastings, Byron Center, Grand Rapids, Grandville, Paw Paw, Gaylord, Atlanta, Grayling, Traverse City Empire, Detour Village
- Strategic Benefits Network
- BKC Insurance - Cheboygan and Indian River
- Burgee Agency - Hillsdale
- Ford Insurance Agency - Traverse City
- Hansen & Hansen - Okemos
- Insurance Management Services - Niles and St. Joseph
- Kreusch Financial LLC | Burkhart-Presidio Insurance Agency - Gladwin
- Lakeshore Employee Benefits - Norton Shores
- Lerner Financial - Big Rapids
- Mannor Financial Group - Saginaw
- Michigan Group Benefits - East Lansing
- Swanson Phillips Employee Benefit Solutions - Grand Rapids
- Vantage Insurance Group - Grand Rapids
- Zervos Financial Services - Southfield
- Tawas Bay Agency - East Tawas
- Total Benefits Systems - Flint

President's Club Agencies

- Arbury Insurance Agency - Midland
- Buiten & Associates - Grand Rapids
- Burr & Company - Grand Rapids, Holland and Stanton
- HNI Risk Services - Grand Rapids
- Teuter Insurance Group - Midland
- Keyser Insurance Group - Kalamazoo
- M & M Benefit Group - Novi
- Meadowbrook Insurance Agency - Southfield
- Michigan Planners - Traverse City
- Nulty Insurance Agency - Kalamazoo
- Olivier-Vandyk Insurance - Wyoming
- Peterson Mcgregor and Associates - Cadillac, Traverse City, Petoskey, Manistee and Lake City
- Superior Insurance Agency of Sault Ste. Marie - Sault Ste. Marie
- The Centennial Group - Lansing